

CASE STUDY NO. 10

Department of Defense, Headquarters, Military Traffic Management Command, Alexandria, Virginia

UNICOR

OFFICE FURNITURE
BUSINESS GROUP

Meeting the Demand for Quality, Competitive Pricing, and On-Time Installation

The timing was tight. The 18- to 24-month move plan from design to installation had been compressed into a 12-month timeframe. The move, a massive feat, involving the



transport of 1150 Military Traffic Management Command employees, would relocate the MTMC to a new and larger office space, one that needed to be expertly space planned, uniformly furnished with form, fit, and function, and operational with no downtime.

That's how the DOD's search for the right furnishings supplier began.

Bernard L. Walls, Chief, Logistics Division, saw the inherent opportunity in starting over. Instead of keeping the hodgepodge of freestanding furnishings MTMC had acquired, he had the chance to create a uniform environment.

His vision was not only to accommodate the way employees worked but to encourage their productivity and efficiency as well, all the while maintaining an open space that looked as good as it performed, and that allowed for ongoing growth and change.


Bernard consulted with actual users to gauge their preferences. Upon reviewing UNICOR's offerings, users and management alike were impressed with the product qualities, style, and capabilities. UNICOR was up to the challenge.





An Achievement in Function, Aesthetics, and Flexibility

With flexibility built into its design, UNICOR's line of Crescendo furnishings was an ideal fit for the MTMC's needs. Progressive in look, substantive in capability, and timeless in design, Crescendo gave the space a streamlined look, and gave each employee a sense of personal space. For comfort, UNICOR gave extra consideration to individual needs. Chairs with passive lumbar support and other quality features, like flexible arm adjustments, were provided. UNICOR representatives even gave in-service instruction on how to adjust chairs for the best fit. Moveable half-round tables, chosen to encourage teaming, were an instant hit and have already become a popular space for group tasking. Employees also reported that they appreciate niceties, like ergonomic keyboards and electrical outlets, discreetly located at desk level.



1 Mobile pedestals with cushioned tops were the answer for the most flexible use of space when temporary seating was at a premium.

2 Crescendo's unique tile system will allow growth and change to occur without disturbing wiring or occupants in the work environment. Shown here are both segmented and monolithic options.

3 Electrical and communication connections at the desktop were a prerequisite, so that end users could have maximum control managing their space. Crescendo offers 4 different power and communication port heights: Base power, ADA power, Bellline, and Stand-Up power.

4 Use of personnel kiosks was the perfect solution for professional employees in their new open space plan. Individuals were afforded 3 ways to organize their personal space: wardrobe space for garments, bookcase open shelves for binders and books, and lateral files for storage, all vertically designed, saving valuable floor space.

UNICOR Furnishes Satisfaction



Having saved millions of dollars by meeting their tight

relocation deadline, DOD is thrilled with

UNICOR's responsive service. The space is one in

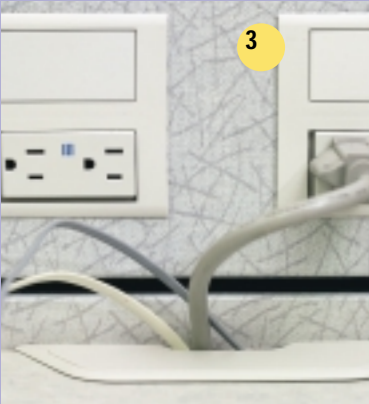
which people work productively and comfortably.



MTMC employees genuinely enjoy their new office

environment, even though the planning meant less square

footage per person. As Bernard says, "The space just looks



bigger because the furniture works so efficiently in the space."



A sure sign that his vision, with UNICOR's assistance,

has been fulfilled.

Our Commitment to Excellence

UNICOR's goal is to be the government's

number one source of products

and services. Our

schedule of products

is the culmination of five

years of continuous change and improvement.

It comes with our commitment to higher

quality products, more responsive customer

service, and on-time delivery, making UNICOR

your first and only choice when considering

your next purchase.



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